

WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # Schedule Dates

Agency

Account Types

 Schedule Dates
 09/19/17-09/25/17

 Advertiser
 Ralph Northam for \

Ralph Northam for Virginia Governor-D (116676)

Buying Time Media (1779)

Local/Political Candidate Agency BRD

Product POLITICAL CANDIDATE (ns) (1186)

Brand GOVERNOR/DEM (926535)

3030336

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA

Buyer Name Dome,Liz

Phone/Fax /

CPE 903/913/5600

Billing Type Weekly/Irregular

 Date Entered
 09/18/17

 Last Modified
 09/19/17

09/19/17 Kelsev Reardon

Kelsey Reardon No

CO-OP
Headline #

Entered By

Order Type Normal

Package Deal

Commission % 15.00
Commission \$17,722.50

Net Total \$100,427.50

Date:

Comments:

Sales Tax

Washington (WJLA)		
By Broadcast Month	Spots .	<u>Rate</u>
Sep. 2017	103	\$93,225.00
Oct. 2017	19	\$24,925.00
Grand Total:	122	\$118,150.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	09/19/17-09/22/17	2		4:30A- News-Good Morning Washington at 430a						1		4	\$100.00	\$400.00	Washington (WJLA)		9/18/17
2.0	Normal Line / SPOT	09/19/17-09/22/17	2	ı	5A- News-Good Morning Washington at 5a			1	1	1	1		4	\$250.00	\$1,000.00	Washington (WJLA)		9/18/17
3.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	6A- News-Good Morning Washington at 6a			1	1	1	1	1	4	\$900.00	\$3,600.00	Washington (WJLA)		9/18/17
4.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	7A- ABC-Good Morning America						2		8	\$900.00	\$7,200.00	Washington (WJLA)		9/18/17
5.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	9A- Live with Kelly			1	1	1	1	Ì	4	\$350.00	\$1,400.00	Washington (WJLA)		9/18/17
6.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	10A- Rachael Ray			1	1	1	1	1	4	\$300.00	\$1,200.00	Washington (WJLA)		9/18/17
7.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	11A- ABC-The View			1	1	1	1	1	4	\$350.00	\$1,400.00	Washington (WJLA)		9/18/17
8.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	12P- News-ABC 7 News at Noon						1		4	\$300.00	\$1,200.00	Washington (WJLA)		9/18/17
9.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	12:30P- Who Wants to be a Millionaire			1	1	1	1			\$150.00		Washington (WJLA)		9/18/17
												1						
				l	CO	NFI					CON	TR	ACT			I	1	

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

Accepted-Agency/Advertiser:



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # 3030336

Schedule Dates 09/19/17-09/25/17 Advertiser

Ralph Northam for Virginia Governor-D (116676) Buying Time Media (1779)

Agency Product POLITICAL CANDIDATE (ns) (1186) Brand GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Buyer Name Dome,Liz Phone/Fax

CPE 903/913/5600

Account Types

Billing Type Weekly/Irregular

WJLA/GJLA/EJLA Sales Office

Local/Political Candidate Agency BRD

Net Total Sales Tax

Commission

Date Entered

Last Modified

Entered By

Headline #

Order Type

Package Deal

Commission %

CO-OP

Demo

09/18/17

09/19/17

Normal

15.00

\$17,722.50

\$100,427.50

No

Kelsey Reardon

Washington (WJLA) By Broadcast Month Spots Rate Sep. 2017 103 \$93,225.00 Oct. 2017 \$24,925.00 19 Grand Total: 122 \$118,150.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SF	PW	Мо	Tu	We	Th	Fr Sa	Su	Spots	Rate		Total	Station	Comments	Entered
9.0.1	Closed Preempt	09/22/17						1	1				1					Washington (WJLA)	No Availability/Exception - Please revise. The noon news is now an hour, from 1	
9.0.2	Closed Preempt	09/21/17						1		1			1					Washington (WJLA)	No Availability/Exception - Please revise. The noon news is now an hour, from 1	
9.0.3	Closed Preempt	09/20/17						1			1		1					Washington (WJLA)	No Availability/Exception - Please revise. The noon news is now an hour, from 1	
9.0.4	Preempt	09/19/17						1					1					Washington (WJLA)	No Availability/Exception - Please revise. The noon news is now an hour, from	
10.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	1P- ABC-The Chew				1	1	1	1	i	4	4 \$2	0.00	\$1,000.00	Washington (WJLA)		9/18/17
11.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	2P- ABC-General Hospital				1	1	1	1		4	4 \$4!	0.00	\$1,800.00	Washington (WJLA)		9/18/17
12.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	4P- News-ABC 7 News at 4p				1	1	1	1	1	4	4 \$30	0.00	\$1,200.00	Washington (WJLA)		9/18/17
					С	ONF	- IF	RM/	Δ ΤΙ	101	V C	ON	TR	ACT						
Accepted-A	gency/Advertiser:			Date:	Accepted	-Station:									Date:		Comments:			



WJLA 1100 Wilson Blvd, 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # 3030336

 Schedule Dates
 09/19/17-09/25/17

 Advertiser
 Ralph Northam for Northam

Agency

Product

Ralph Northam for Virginia Governor-D (116676)

Buying Time Media (1779)
POLITICAL CANDIDATE (ns) (1186)

 Brand
 GOVERNOR/DEM (926535)

 Salesperson
 HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA
Buyer Name Dome,Liz
Phone/Fax /

CPE 903/913/5600

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular

 Date Entered
 09/18/17

 Last Modified
 09/19/17

Kelsey Reardon

\$17,722.50

Kelsey Rear

CO-OP No

Headline #

Entered By

Order Type Normal

Package Deal

Commission % 15.00

Net Total \$100,427.50

Sales Tax

Commission

 Washington (WJLA)
 Spots
 Rate

 Sep. 2017
 103
 \$93,225.00

 Oct. 2017
 19
 \$24,925.00

 Grand Total:
 122
 \$118,150.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr	Sa S	u S	Spots	Rate	Total	Station	Comments	Entered
13.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	5P- News-ABC 7 News at 5p			2	2	2	2	- 1		8	\$400.00	\$3,200.00	Washington (WJLA)		9/18/17
14.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	6P- News-ABC 7 News at 6p			1	1	1	1			4	\$700.00	\$2,800.00	Washington (WJLA)		9/18/17
15.0	Normal Line / SPOT	09/19/17-09/22/17	2	:30	6:27P- 6:30P (EST)			1	1	1	1	1		4	\$3,000.00	\$12,000.00	Washington (WJLA)		9/18/17
16.0	Normal Line / Access	09/19/17-09/22/17	2	:30	6:57P- 7P (EST)			1		1	1	1		3	\$5,000.00	\$15,000.00	Washington (WJLA)		9/18/17
17.0	Normal Line / Access	09/19/17-09/22/17	2	:30	7P- Wheel Of Fortune			1	1	1	1	1		4	\$1,800.00	\$7,200.00	Washington (WJLA)		9/18/17
18.0	Normal Line / Access	09/19/17-09/22/17	2	:30	7:30P- Jeopardy			1	1	1	1	- 1		4	\$2,800.00	\$11,200.00	Washington (WJLA)		9/18/17
19.0	Normal Line / SPOT	09/19/17-09/22/17	2		11P- News-ABC 7 News at 11p						1			4	\$950.00	\$3,800.00	Washington (WJLA)		9/18/17
20.0	Normal Line / SPOT	09/19/17-09/21/17	2	:30	11:35P- ABC-Jimmy Kimmel			1	1	1				3	\$450.00	\$1,350.00	Washington (WJLA)		9/18/17
21.0	Normal Line / SPOT	09/19/17-09/21/17	2	:30	12:35A- ABC-Nightline			1	1	1		- 1		3	\$250.00	\$750.00	Washington (WJLA)		9/18/17
22.0	Normal Line / Prime Premium	09/21/17-09/21/17	2	:30	9P- ABC-Truth and Lies (Thursday)		1			1					\$4,000.00		Washington (WJLA)		9/18/17
22.0.1	Closed Preempt	09/21/17								1							Washington (WJLA)	Program Change/Exception	
23.0	Normal Line / SPOT	09/24/17-09/24/17	2	:30	6:27P- 6:30P (EST)					1		i	1	1	\$2,000.00	\$2,000.00	Washington (WJLA)		9/18/17

CONFIRMATION CONTRACT

Accepted-Agency/Advertiser: Date: Accepted-Station: Date: Comments:



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WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # 3030336

 Schedule Dates
 09/19/17-09/25/17

 Advertiser
 Ralph Northam for V

Ralph Northam for Virginia Governor-D (116676)

Buying Time Media (1779)

POLITICAL CANDIDATE (ns) (1186) GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA

Buyer Name Dome,Liz

Phone/Fax /

Agency

Product

Brand

CPE 903/913/5600

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular

ments

 Date Entered
 09/18/17

 Last Modified
 09/19/17

Entered By Kelsey Reardon

co-op No

Headline #

Order Type Normal

Package Deal

Commission % 15.00

Commission \$17,722.50

Net Total \$100,427.50

Sales Tax

 Washington (WJLA)
 Spots
 Rate

 Sep. 2017
 103
 \$93,225.00

 Oct. 2017
 19
 \$24,925.00

 Grand Total:
 122
 \$118,150.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times		SPW	Мо	Tu \	We Th	n Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
24.0	Normal Line / SPOT	09/24/17-09/24/17	2	:30	0 6:30P- ABC-World News Tonight (Sunday)	s						1	1	1	\$400.00	\$400	.00 Washington (WJLA)		9/18/17
25.0	Normal Line / Football	09/23/17-09/23/17	2	:30	0 8P- Sports-ABC College Football Prime			1		į		1		1	\$2,000.00	\$2,000	.00 Washington (WJLA)		9/18/17
26.0	Normal Line / SPOT	09/23/17-09/23/17	2	:30	0 11:35P- News-ABC 7 Ne at 11p	ews						1			\$300.00		Washington (WJLA)		9/18/17
26.0.1	Closed Preempt	09/23/17											1				Washington (WJLA)	Program Change/Exception	
27.0	Normal Line / SPOT	09/24/17-09/24/17	2	:30	0 11:30P- News-ABC 7 Ne at 11p	ews				1	-		1	1	\$250.00	\$250	.00 Washington (WJLA)		9/18/17
28.0	Normal Line / SPOT	09/23/17-09/23/17	2	:30	0 7A- ABC-Good Morning America Saturday							1		1	\$400.00	\$400	.00 Washington (WJLA)		9/18/17
29.0	Normal Line / Football	09/23/17-09/23/17	2	:30	0 12:30P- Sports-ABC Col Football Early	lege						1		1	\$1,200.00	\$1,200	.00 Washington (WJLA)		9/18/17
30.0	Normal Line / SPOT	09/25/17-09/25/17	2	:30	0 4:30A- News-Good Mor Washington at 430a	ning		1		į				1	\$75.00	\$75	.00 Washington (WJLA)		9/18/17
31.0	Normal Line / SPOT	09/25/17-09/25/17	2	:30	0 5A- News-Good Morning Washington at 5a	g		1					1	1	\$300.00	\$300	.00 Washington (WJLA)		9/18/17
						CON	ΝFΙ	RM	ATI	ON	CO	NT	TR/	4CT					
Accepted-Ag	gency/Advertiser:	·		Date:	Acce	epted-Statio	on:								Date:	Comments:			



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # 3030336

Schedule Dates 09/19/17-09/25/17 Advertiser Ralph Northam for Virginia Governor-D (116676)

Agency Buying Time Media (1779) Product

POLITICAL CANDIDATE (ns) (1186) GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

WJLA/GJLA/EJLA **Buyer Name** Dome,Liz Phone/Fax CPE 903/913/5600

Brand

Sales Office

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular **Date Entered** 09/18/17 **Last Modified** 09/19/17

Entered By Kelsey Reardon

No CO-OP

Headline # Demo

Order Type Normal

Package Deal

Commission % 15.00 Commission \$17,722.50

Net Total \$100,427.50

Date:

Comments:

Sales Tax

Washington (WJLA) By Broadcast Month Sep. 2017 Oct. 2017	<u>Spots</u> 103 19	Rate \$93,225.00 \$24,925.00
Grand Total:	122	\$118,150.00
	122	\$110,150.00

22 O N						Mo			 Sa S	u Spot	Rate	Total	Station	Comments	Entered
32.0 140	ormal Line / SPOT	09/25/17-09/25/17	2	:30	6A- News-Good Morning Washington at 6a	1	1				1 \$1,000.00	\$1,000.0	Washington (WJLA)		9/18/17
33.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	9A- Live with Kelly	1	1	i			1 \$250.00	\$250.0	Washington (WJLA)		9/18/17
34.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	10A- Rachael Ray	1	į	i			1 \$200.00	\$200.0	Washington (WJLA)		9/18/17
35.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	11A- ABC-The View	1	1	i			1 \$300.00	\$300.0	Washington (WJLA)		9/18/17
36.0 N	ormal Line / SPOT	09/25/17-09/25/17	2		12:30P- Who Wants to be a Millionaire	1		1			\$150.00		Washington (WJLA)		9/18/17
36.0.1 CI	losed Preempt	09/25/17					1	1					Washington (WJLA)	Program Change/Exception	
37.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	1P- ABC-The Chew	1	i	i			1 \$200.00	\$200.0	Washington (WJLA)		9/18/17
38.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	2P- ABC-General Hospital	1	i	i			1 \$400.00	\$400.0	Washington (WJLA)		9/18/17
39.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	4P- News-ABC 7 News at 4p	1	i	i			1 \$400.00	\$400.0	Washington (WJLA)		9/18/17
40.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	5P- News-ABC 7 News at 5p	2					2 \$500.00	\$1,000.0	Washington (WJLA)		9/18/17
41.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	6P- News-ABC 7 News at 6p	1		1			1 \$650.00	\$650.0	Washington (WJLA)		9/18/17
42.0 N	ormal Line / SPOT	09/25/17-09/25/17	2	:30	6:27P- 6:30P (EST)	1	i	i			1 \$3,000.00	\$3,000.0	Washington (WJLA)		9/18/17

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WJLA-TV WASHINGTON, DC

Buying Time Media 650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract # 3030336

Schedule Dates 09/19/17-09/25/17 Advertiser

Ralph Northam for Virginia Governor-D (116676) Agency Buying Time Media (1779)

Product POLITICAL CANDIDATE (ns) (1186) Brand GOVERNOR/DEM (926535)

Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Sales Office WJLA/GJLA/EJLA **Buyer Name** Dome,Liz Phone/Fax CPE 903/913/5600

Account Types Local/Political Candidate Agency BRD

Billing Type Weekly/Irregular Washington (WJLA) By Broadcast Month Spots Rate Sep. 2017 103 \$93,225.00 Oct. 2017 19 \$24,925.00 Grand Total: 122 \$118,150.00

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Мо	Tu	We	Th	Fr S	a Su	Spots	Rate	Total	Station	Comments	Entered
43.0	Normal Line / Access	09/25/17-09/25/17	2	:30	6:57P- 7P (EST)		1					i	1	\$5,000.00	\$5,000.00	Washington (WJLA)		9/18/17
44.0	Normal Line / Access	09/25/17-09/25/17	2	:30	7P- Wheel Of Fortune						1	1	1	\$1,800.00	\$1,800.00	Washington (WJLA)		9/18/17
45.0	Normal Line / Access	09/25/17-09/25/17	2	:30	7:30P- Jeopardy		1				1	i	1	\$2,700.00	\$2,700.00	Washington (WJLA)		9/18/17
46.0	Normal Line / Prime Premium	09/25/17-09/25/17	2		8P- ABC-Dancing with the Stars (Monday)		1					1	1	\$6,500.00	\$6,500.00	Washington (WJLA)		9/18/17
47.0	Normal Line / SPOT	09/25/17-09/25/17	2	:30	11P- News-ABC 7 News at 11p		1						1	\$1,000.00	\$1,000.00	Washington (WJLA)		9/18/17
48.0	Normal Line / SPOT	09/24/17-09/24/17	2	:30	1:05A- Scandal							1	1	\$75.00	\$75.00	Washington (WJLA)		9/18/17
49.0	Normal Line / SPOT	09/24/17-09/24/17	2	l	8A- ABC-Good Morning America Sunday							1	1	\$400.00	\$400.00	Washington (WJLA)		9/18/17
50.0	Normal Line / SPOT	09/24/17-09/24/17	2		10A- News-Full Measure with Sharyl Attkisson							1	1	\$200.00	\$200.00	Washington (WJLA)		9/18/17
51.0	Normal Line / SPOT	09/24/17-09/24/17	2	:30	10:30A- Government Matters							1	1	\$200.00	\$200.00	Washington (WJLA)		9/18/17
52.0	Normal Line / SPOT	09/24/17-09/24/17	2	:30	12:05A- Extra Wknd		i					1	1	\$150.00	\$150.00	Washington (WJLA)		9/18/17
53.0	Normal Line / Prime	09/20/17-09/20/17	2	:30	10P- ABC-20/20 (Wednesday)				1		į		1	\$2,500.00	\$2,500.00	Washington (WJLA)		9/18/17
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ccepted-A	gency/Advertiser:			Date:	Accepted-Stati	ion:								Date:	Comments:			

Date Entered

Last Modified

Entered By

Headline #

Order Type

Package Deal

Commission %

Commission

Net Total

Sales Tax

CO-OP

Demo

09/18/17

09/19/17

Normal

15.00

\$17,722.50

\$100,427.50

No

Kelsey Reardon



WJLA 1100 Wilson Blvd. 6th Floor

CPE

Account Types

Billing Type

Arlington, VA 22209

650 Massachusetts Ave NW Ste 210 Washington, DC 20001

Contract #	3030336
Schedule Dates	09/19/17-09/25/17
Advertiser	Ralph Northam for Virginia Governor-D (116676)
Agency	Buying Time Media (1779)

Entered By CO-OP Headline # POLITICAL CANDIDATE (ns) (1186) Demo GOVERNOR/DEM (926535) Order Type Salesperson HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) Package Deal WJLA/GJLA/EJLA Sales Office Commission % **Buyer Name** Dome,Liz Commission Phone/Fax

Net Total 903/913/5600 Sales Tax Local/Political Candidate Agency BRD Weekly/Irregular

09/18/17 09/19/17 Kelsey Reardon

No

Normal

15.00

\$17,722.50

\$100,427.50

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Last Modified

Washington (WJLA) By Broadcast Month Spots Rate Sep. 2017 103 \$93,225.00 Oct. 2017 19 \$24,925.00 Grand Total: 122 \$118,150.00

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	M/G For 9.0.1,9.0.2,9.0.3 / SPOT	09/20/17-09/22/17	2		12P- News-ABC 7 News at	31 **	1		1	1	1	i	Эрос	3 \$150.00		Washington (WJLA)	Comments	9/19/17
55.0	M/G For 22.0.1 / Prime	09/19/17-09/19/17	2	:30	7:57:56P- ABC-The Middle (Tuesday)									\$2,000.00	\$2,000.00	Washington (WJLA)		9/19/17
56.0	M/G For 22.0.1 / Prime	09/19/17-09/19/17	2	:30	8:30P- ABC-Fresh Off the Boat (Tuesday)									\$2,000.00	\$2,000.00	Washington (WJLA)		9/19/17
57.0	M/G For 26.0.1 / SPOT	09/24/17-09/24/17	2		6:30P- News-ABC 7 News at 630p Wknd							- 1		\$300.00	\$300.00	Washington (WJLA)		9/19/17
58.0	M/G For 36.0.1 / SPOT	09/25/17-09/25/17	2	:30	12P- News-ABC 7 News at Noon		1		1 1			1		\$150.00	\$150.00	Washington (WJLA)		9/19/17
	CONFIRMATION CON											NTR	ACT					
ccepted-Ag	gency/Advertiser:			Date:	Accepted-Stati	on:								Date:	Comments:			